

## **Auxiliary Account**

Program Authorization: Act 18 of 1997

### **PROGRAM DESCRIPTION**

The Auxiliary Account consists of the Directory of Louisiana Manufacturers activity, the Alliance Compressors (Trane Company) activity, and the Joint Special Marketing activity. The Directory of Louisiana Manufacturers and related business service directories are the premiere source of information for companies and individuals seeking to do business with Louisiana manufacturers. The directory will be using self generated funds from the sale of directories. Activities include sales, marketing the directories by mail, conducting database searches for customers, and promoting the directories at trade shows and through advertisement in economic development journals. The directory is jointly produced with Harris InfoSource International, which updates the data with DED assistance. Harris prints, publishes, and markets the annual publication on a national basis. The department receives a flat fee and royalty on all products sold by Harris, 50 directories and a Selectory for in-house use. The Alliance Compressors activity provides a loan guarantee for interim and permanent financing of the Alliance Compressor Plant in Natchitoches. Alliance Compressors is a joint venture of the Trane Company and Lennox. The Joint Special Marketing activity consists of monies used for promotion/marketing events, including trade show participation, receptions for business executives, transportation for site selection teams and associated expenses, interpreters for overseas missions involving senior state officials, economic development events involving the Governor and/or his designee, etc. The expenditures are directly associated with Office of Commerce and Industry's Business Recruitment and Retention programs.

## RESOURCE ALLOCATION FOR THE PROGRAM

	ACTUAL 1999- 2000	ACT 11 2000 - 2001	EXISTING 2000 - 2001	CONTINUATION 2001 - 2002	RECOMMENDED 2001 - 2002	RECOMMENDED OVER/(UNDER) EXISTING
MEANS OF FINANCING:						
STATE GENERAL FUND (Direct)	\$0	\$0	\$0	\$0	\$0	\$0
STATE GENERAL FUND BY:						
Interagency Transfers	0	0	0	0	0	0
Fees & Self-gen. Revenues	7,258	2,106,832	2,106,832	2,106,832	2,106,832	0
Statutory Dedications	0	0	0	0	0	0
Interim Emergency Board	0	0	0	0	0	0
FEDERAL FUNDS	0	0	0	0	0	0
TOTAL MEANS OF FINANCING	<u><u>\$7,258</u></u>	<u><u>\$2,106,832</u></u>	<u><u>\$2,106,832</u></u>	<u><u>\$2,106,832</u></u>	<u><u>\$2,106,832</u></u>	<u><u>\$0</u></u>
EXPENDITURES & REQUEST:						
Salaries	\$0	\$0	\$0	\$0	\$28,346	\$28,346
Other Compensation	0	0	0	0	0	0
Related Benefits	0	0	0	0	7,289	7,289
Total Operating Expenses	0	0	0	0	0	0
Professional Services	0	0	0	0	0	0
Total Other Charges	7,258	2,106,832	2,106,832	2,106,832	2,071,197	(35,635)
Total Acq. & Major Repairs	0	0	0	0	0	0
TOTAL EXPENDITURES AND REQUEST	<u><u>\$7,258</u></u>	<u><u>\$2,106,832</u></u>	<u><u>\$2,106,832</u></u>	<u><u>\$2,106,832</u></u>	<u><u>\$2,106,832</u></u>	<u><u>\$0</u></u>
AUTHORIZED FULL-TIME EQUIVALENTS: Classified	0	0	0	0	1	1
Unclassified	0	0	0	0	0	0
TOTAL	<u><u>0</u></u>	<u><u>0</u></u>	<u><u>0</u></u>	<u><u>0</u></u>	<u><u>1</u></u>	<u><u>1</u></u>

## SOURCE OF FUNDING

This account is funded from Fees and Self-generated Revenues. Fees are derived from Directory and Selectory (data base) sales and are used to maintain an annual publishing program. Additionally, fees are also assessed in association with trade missions, department sponsored workshops, receptions and other special marketing activities for all Department of Economic Development agencies.

## ANALYSIS OF RECOMMENDATION

GENERAL FUND	TOTAL	T.O.	DESCRIPTION
\$0	\$2,106,832	0	ACT 11 FISCAL YEAR 2000-2001
			BA-7 TRANSACTIONS:
\$0	\$0	0	None
\$0	\$2,106,832	0	EXISTING OPERATING BUDGET – December 15, 2000
\$0	\$0	1	Move Other Charges position into Table of Organization
\$0	\$2,106,832	1	TOTAL RECOMMENDED
\$0	\$0	0	LESS GOVERNOR'S SUPPLEMENTARY RECOMMENDATIONS
\$0	\$2,106,832	1	BASE EXECUTIVE BUDGET FISCAL YEAR 2001-2002
			SUPPLEMENTARY RECOMMENDATIONS CONTINGENT ON NEW REVENUE:
\$0	\$0	0	None
\$0	\$0	0	TOTAL SUPPLEMENTARY RECOMMENDATIONS CONTINGENT ON NEW REVENUE
\$0	\$2,106,832	1	GRAND TOTAL RECOMMENDED

The total means of financing for this account is recommended at 100% of the existing operating budget. It represents 100% of the total request (\$2,106,832) for this program. An adjustment was made to move one Other Charges position into the Table of Organization.

## PROFESSIONAL CHARGES

This account does not have funding for Professional Services for Fiscal Year 2001-2002.

## OTHER CHARGES

\$44,807	Joint Special Marketing - Trade Missions, Department sponsored workshops, receptions and other special activities
\$2,000,000	Alliance Compressors - For a loan guarantee with respect to interim and permanent financing of the Alliance Compressor Plant in Natchitoches
\$9,664	Purchase of the Directory of LA Manufacturers for resale from the publishing company that handles the Directory
\$16,726	For support expenses to promote the LA Directory of Manufacturers statewide
<b>\$2,071,197</b>	<b>SUB-TOTAL OTHER CHARGES</b>

### **Interagency Transfers:**

This account does not have funding for Interagency Transfers for Fiscal Year 2001-2002.

**\$2,071,197 TOTAL OTHER CHARGES**

## ACQUISITIONS AND MAJOR REPAIRS

This account does not have funding for Acquisitions and Major Repairs for Fiscal Year 2001-2002.